



SWAN PARTNERS

RESTRUCTURING & REFINANCING SERVICES

Who we are

A specialist team of experienced finance professionals from both advisory and corporate backgrounds with an average of 14 years of experience across a variety of sectors and transaction types.

What we do

- Provide hands on support to finance teams with the preparation of financial information required for restructuring, refinancing and cash management.
- Bringing deal experience and ability to provide challenge to historic and forecast information.

How we add value

- Free up senior time
- Provide deal experience and challenge
- Improve certainty of execution
- Attain better deal value

How we are different

- Small teams of experienced professionals
- Working side by side with management as doers, not advisors
- Understand both the requirements of advisors and constraints in the business
- Sole duty of care to management
- Common sense approach, commercial and pragmatic
- Not lead advisors or due diligence providers

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Short Term Cash Flow Forecasting

We work with management to short order to build robust STCF forecasts that can be used for real time scenario planning but can also be sustainably operated by the management team.

- Work with management and advisors to identify outputs, flexibilities, source data, and key assumptions
- Either start from scratch or build on managements existing forecast
- Functionality to run scenarios in real time with a bridge to base case, e.g. deferment of payments, site closure, CVA etc.
- Straight forward update for actuals process and variance analysis to compare week to week
- Include the impact of additional items e.g. trapped cash, FX, invoice discounting
- Responding to requests for information and analysis from third parties.

Medium Term Cash Flow Forecasting

We work with management to design and build of medium-term monthly driver based integrated P&L, Balance Sheet and Cashflow projections, including:

- All assumptions in one place with supporting evidence
- Direct driven cash flow through “t – account” workings (not simply a balancing number)
- Ability to bridge to latest historic information and update for actuals
- Inclusion of funding module including the existing debt structure, capacity for a new funding structure, covenant outputs including existing and potential covenants
- Automatic bridge to base case to show the impact of real time sensitivities e.g. changes in: gross margin, working capital, delay in activity and contract terms etc.
- Reconciliation to short term cash flow forecast.

Cash Management & Restructuring Projects

Business Services	Construction	Energy	Financial Services	Leisure	Manufacturing	Retail & Consumer	TMT
Parcel Delivery	House Building	Oil and Gas E&P	Insurance	Gym Operation	Packaging	Fashion Retail	SaaS
FM Services	Retail Park Operation	Wind Turbine Manufacture	Money transfer	Restuarants	Plastics Manufacture	Department Store	Mobile Software Management
Funerals		Waste & Energy		Airline		Highstreet Retail	Magazine Publishing
Vehicle Rental						FMCG	
Taxi & Courier						Retail Distribution	
Risk Compliance							

Who We've Worked With

